10/26/87 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		AUGUST 1987	AUGUST 1986	JUL-AUG 1987/88	JUL-AUG 1986/87
AL	Alabama	6,999	3,611	9,156	12,949
AK	Alaska	0	274	61	560
AZ	Arizona	77	40	169	131
AR	Arkansas	837	224	3,419	444
CA	California	3,458	2,096	7,702	4,759
CO	Colorado	170	305	321	407
CT	Connecticut	260	69	260	332
DE	Delaware	622	69	708	306
FL	Florida	16,754	6,623	21,455	12,184
GA	Georgia	16,927	8,911	22,800	14,205
HI	Hawaii	0	58	2,975	1,334
ID	Idaho	1,435	949	2,112	1,838
IL	Illinois	84,183	91,735	114,589	100,635
IN	Indiana	45,861	14,526	51,980	18,865
IA	Iowa	45,618	31,312	67,120	45,494
KS	Kansas	2,326	2,171	3,122	3,833
KY	Kentucky	6,876	6,123	12,852	12,702
LA	Louisiana	112	1,120	747	1,288
ME	Maine	0	37	36	167
MD	Maryland	549	281	719	521
MA	Massachusetts	154	61	196	239
MI	Michigan	8,864	7,902	16,056	13,413
MN	Minnesota	25,612	16,088	36,463	22,697
MS	Mississippi	1,004	82	4,763	(848)
MO	Missouri	27,960	20,540	34,143	30,308
MT	Montana	548	645	866	830
NE	Nebraska	1,961	553	2,644	1,083
NV	Nevada	0	0	0	15
NH	New Hampshire	68	30	93	66
NJ	New Jersey	281	550	596	882
NM	New Mexico	118	226	1,794	466
NY	New York	2,260	1,741	3,080	4,382
NC	North Carolina	1,450	1,393	4,333	5,068
ND	North Dakota	2,847	1,734	3,263	2,181
OH	Ohio	42,967	41,290	70,626	46,681
OK	Oklahoma	2,349	2,041	3,502	3,019
OR	Oregon	1,388	1,350	2,416	2,351
PA	Pennsylvania	2,318	2,272	3,364	4,458
RI	Rhode Island	0	60	84	60
SC	South Carolina	2,506	15,749	3,461	17,495
SD	South Dakota	964	272	1,143	304
TN	Tennessee	1,892	6,217	6,626	9,890
TX	Texas	4,674	5,939	8,534	11,676
UT	Utah	1,419	510	1,557	739
VT	Vermont	147	243	325	539
VA	Virginia	1,702	331	2,205	491
WA	Washington	859	2,574	1,237	2,922
WV	West Virginia	0	88	61	268
WI	Wisconsin	15,769	17,469	24,861	29,757
WY	Wyoming	149	100	531	161
	TOTAL U.S.:	385,294	318,584	561,126	444,547
CANADA					
AB	Alberta	370	875	846	960
BC	Brit. Columbia	119	37	197	6,278
MB	Manitoba	309	832	390	716
NB	New Brunswick	563	96	639	406
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	63	79	712	79
ON	Ontario	13,681	10,131	22,289	12,449
PE	Pr.Edward Isle	63	117	1,115	181
PQ	Quebec	2,455	1,076	6,360	1,427
SK	Saskatchewan	6,316	203	9,985	275
	TOTAL CAN:	23,939	13,446	42,533	22,771
EXPORT SALES:		349,094	203,368	683,534	558,681
TOTAL AGRICULTURAL		758,327	535,398	1,287,193	1,025,999
Non-Ag	U.S.	29,340	24,861	59,242	49,626
	Canada	1,301	1,518	3,404	1,907
	Exports	906	432	11,939	4,232
TOTAL NON-AGRICULTURAL		31,547	26,811	74,585	55,765
GRAND TOTAL.....		**789,874**	**562,209**	**1,361,778**	**1,081,764**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

AUGUST 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	983	685	5,185	0	146	6,999
AK Alaska	0	0	0	0	0	0
AZ Arizona	30	0	47	0	0	77
AR Arkansas	0	0	832	0	5	837
CA California	1,103	1,123	715	0	517	3,458
CO Colorado	62	0	46	27	35	170
CT Connecticut	0	62	176	0	22	260
DE Delaware	0	0	622	0	0	622
FL Florida	6,667	3,481	4,053	1,009	1,544	16,754
GA Georgia	2,200	607	13,494	310	316	16,927
HI Hawaii	0	0	0	0	0	0
ID Idaho	67	819	549	0	0	1,435
IL Illinois	1,332	75,904	4,384	2,514	49	84,183
IN Indiana	702	32,598	8,469	4,059	33	45,861
IA Iowa	121	29,163	13,701	2,633	0	45,618
KS Kansas	161	440	1,344	300	81	2,326
KY Kentucky	0	5,090	1,786	0	0	6,876
LA Louisiana	0	16	86	0	10	112
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	519	30	0	549
MA Massachusetts	0	0	120	34	0	154
MI Michigan	0	4,426	4,226	131	81	8,864
MN Minnesota	138	10,880	13,388	1,138	68	25,612
MS Mississippi	0	0	63	936	5	1,004
MO Missouri	1,994	5,955	19,259	747	5	27,960
MT Montana	0	58	345	145	0	548
NE Nebraska	60	90	1,476	203	132	1,961
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	68	0	0	68
NJ New Jersey	0	159	41	81	0	281
NM New Mexico	0	0	61	0	57	118
NY New York	0	39	1,970	251	0	2,260
NC North Carolina	291	487	361	59	252	1,450
ND North Dakota	0	927	1,920	0	0	2,847
OH Ohio	1,878	29,771	9,274	2,044	0	42,967
OK Oklahoma	226	140	1,688	175	120	2,349
OR Oregon	154	374	831	0	29	1,388
PA Pennsylvania	393	181	1,303	242	199	2,318
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	234	1,094	1,091	0	87	2,506
SD South Dakota	0	408	556	0	0	964
TN Tennessee	0	(34)	1,900	0	26	1,892
TX Texas	696	1,837	1,634	224	283	4,674
UT Utah	1,256	96	67	0	0	1,419
VT Vermont	0	0	147	0	0	147
VA Virginia	0	307	418	705	272	1,702
WA Washington	59	218	479	103	0	859
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	13	11,822	3,519	356	59	15,769
WY Wyoming	0	15	122	0	12	149
TOTAL U.S.:	20,820	219,238	122,335	18,456	4,445	385,294
CANADA						
AB Alberta	17	0	403	(50)	0	370
BC Brit. Columbia	0	0	119	0	0	119
MB Manitoba	0	73	236	0	0	309
NB New Brunswick	0	0	563	0	0	563
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	63	0	0	63
ON Ontario	14	11,964	1,635	22	46	13,681
PE Pr.Edward Isle	0	0	63	0	0	63
PQ Quebec	0	688	1,703	0	64	2,455
SK Saskatchewan	0	0	6,316	0	0	6,316
TOTAL CAN:	31	12,725	11,101	(28)	110	23,939
*EXPORT SALES:	173,329	20,592	125,833	9,895	19,445	349,094
TOTAL AG SALES	194,180	252,555	259,269	28,323	24,000	758,327
NON-AG U.S.	21,398	-	-	7,295	647	29,340
Canada	1,128	-	-	168	5	1,301
*Exports	906	-	-	0	0	906
TOTAL NON-AG SALES	23,432	-	-	7,463	652	31,547
GRAND TOTAL	**217,612**	**252,555**	**259,269**	**35,786**	**24,652**	**789,874**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

AUGUST 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	518	518
Australia	0	5,680	17,672	0	0	23,352
Bangladesh	42,081	0	0	0	0	42,081
Brazil	13,197	7,373	76,265	0	0	96,835
Chile	0	0	0	0	3,307	3,307
China	1,345	0	0	0	8,502	9,847
Columbia	4,400	0	0	0	848	5,248
Costa Rica	0	0	1,984	0	1,344	3,328
Denmark	7,686	0	0	0	0	7,686
Dom. Republic	0	0	2,976	0	275	3,251
Ecuador	0	1,389	2,034	0	812	4,235
Guatemala	0	0	0	0	121	121
Holland	6,292	0	7,701	0	0	13,993
Indonesia	11,756	0	0	0	0	11,756
Japan	9,904	6,150	3,581	9,895	2,991	32,521
Korea	14,824	0	0	0	0	14,824
Malaysia	29,436	0	0	0	0	29,436
Mexico	176	0	0	0	0	176
Norway	10,137	0	0	0	0	10,137
Peru	4,313	0	0	0	0	4,313
Philippines	12,606	0	0	0	0	12,606
South Africa	0	0	6,696	0	0	6,696
Spain	0	0	0	0	727	727
Sri Lanka	5,176	0	0	0	0	5,176
Venezuela	0	0	6,924	0	0	6,924
TOTAL AG:	173,329	20,592	125,833	9,895	19,445	349,094
NON-AGRICULTURAL						
Korea	175	-	-	0	0	175
Malaysia	138	-	-	0	0	138
Mexico	290	-	-	0	0	290
Sweden	278	-	-	0	0	278
West Germany	25	-	-	0	0	25
TOTAL NON-AG:	906	-	-	0	0	906
TOTAL EXPORTS	**174,235**	**20,592**	**125,833**	**9,895**	**19,445**	**350,000**

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)
AUGUST 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	976	607	5,185	0	6,768
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	(78)	0	(78)
CA California	0	0	0	0	0
CO Colorado	0	0	0	0	0
CT Connecticut	0	62	176	0	238
DE Delaware	0	0	622	0	622
FL Florida	6,596	3,481	4,053	1,009	15,139
GA Georgia	2,200	607	13,494	310	16,611
HI Hawaii	0	0	0	0	0
ID Idaho	0	4	480	0	484
IL Illinois	1,021	74,153	2,522	2,514	80,210
IN Indiana	702	32,598	7,510	4,059	44,869
IA Iowa	61	29,099	13,093	2,633	44,886
KS Kansas	0	0	50	82	132
KY Kentucky	0	5,090	1,786	0	6,876
LA Louisiana	0	0	(21)	0	(21)
ME Maine	0	0	0	0	0
MD Maryland	0	0	519	30	549
MA Massachusetts	0	0	120	0	120
MI Michigan	0	4,426	4,226	131	8,783
MN Minnesota	122	10,880	13,388	1,138	25,528
MS Mississippi	0	0	0	936	936
MO Missouri	0	4,197	11,371	713	16,281
MT Montana	0	58	345	145	548
NE Nebraska	0	90	937	203	1,230
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	68	0	68
NJ New Jersey	0	159	41	81	281
NM New Mexico	0	0	0	0	0
NY New York	0	39	1,970	251	2,260
NC North Carolina	291	487	361	59	1,198
ND North Dakota	0	927	1,920	0	2,847
OH Ohio	1,878	29,771	9,274	2,044	42,967
OK Oklahoma	0	0	271	91	362
OR Oregon	0	204	415	0	619
PA Pennsylvania	363	181	1,303	217	2,064
RI Rhode Island	0	0	0	0	0
SC South Carolina	234	1,094	1,091	0	2,419
SD South Dakota	0	408	556	0	964
TN Tennessee	0	(34)	1,884	0	1,850
TX Texas	0	0	0	0	0
UT Utah	1,243	0	0	0	1,243
VT Vermont	0	0	147	0	147
VA Virginia	0	307	418	705	1,430
WA Washington	45	218	479	103	845
WV West Virginia	0	0	0	0	0
WI Wisconsin	13	11,822	3,519	356	15,710
WY Wyoming	0	0	92	0	92
TOTAL U.S.:	15,745	210,935	103,587	17,810	348,077
CANADA					
AB Alberta	17	0	403	(50)	370
BC Brit. Columbia	0	0	119	0	119
MB Manitoba	0	73	236	0	309
NB New Brunswick	0	0	563	0	563
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	63	0	63
ON Ontario	14	11,964	1,635	22	13,635
PE Pr.Edward Isle	0	0	63	0	63
PQ Quebec	0	688	1,703	0	2,391
SK Saskatchewan	0	0	6,316	0	6,316
TOTAL CAN:	31	12,725	11,101	(28)	23,829
*EXPORT SALES:	159,647	19,203	64,478	9,895	253,223
TOTAL AG SALES	175,423	242,863	179,166	27,677	625,129
NON-AG U.S.	10,373	-	-	6,573	16,946
Canada	1,128	-	-	168	1,296
*Exports	338	-	-	0	338
TOTAL NON-AG	11,839	-	-	6,741	18,580
GRAND TOTAL	**187,262**	**242,863**	**179,166**	**34,418**	**643,709**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	5,680	17,672	0	23,352
Bangladesh	42,081	0	0	0	42,081
Brazil	8,404	7,373	28,828	0	44,605
China	1,345	0	0	0	1,345
Denmark	7,686	0	0	0	7,686
Holland	6,292	0	7,701	0	13,993
Indonesia	11,756	0	0	0	11,756
Japan	9,904	6,150	3,581	9,895	29,530
Korea	14,824	0	0	0	14,824
Malaysia	29,436	0	0	0	29,436
Norway	10,137	0	0	0	10,137
Philippines	12,606	0	0	0	12,606
South Africa	0	0	6,696	0	6,696
Sri Lanka	5,176	0	0	0	5,176
TOTAL AG:	159,647	19,203	64,478	9,895	253,223
NON-AGRICULTURAL					
Korea	175	-	-	0	175
Malaysia	138	-	-	0	138
West Germany	25	-	-	0	25
TOTAL NON-AG:	338	-	-	0	338
TOTAL EXPORTS:	**159,985**	**19,203**	**64,478**	**9,895**	**253,561**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

AUGUST 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	7	78	0	0	146	231
AK Alaska	0	0	0	0	0	0
AZ Arizona	30	0	47	0	0	77
AR Arkansas	0	0	910	0	5	915
CA California	1,103	1,123	715	0	517	3,458
CO Colorado	62	0	46	27	35	170
CT Connecticut	0	0	0	0	22	22
DE Delaware	0	0	0	0	0	0
FL Florida	71	0	0	0	1,544	1,615
GA Georgia	0	0	0	0	316	316
HI Hawaii	0	0	0	0	0	0
ID Idaho	67	815	69	0	0	951
IL Illinois	311	1,751	1,862	0	49	3,973
IN Indiana	0	0	959	0	33	992
IA Iowa	60	64	608	0	0	732
KS Kansas	161	440	1,294	218	81	2,194
KY Kentucky	0	0	0	0	0	0
LA Louisiana	0	16	107	0	10	133
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	34	0	34
MI Michigan	0	0	0	0	81	81
MN Minnesota	16	0	0	0	68	84
MS Mississippi	0	0	63	0	5	68
MO Missouri	1,994	1,758	7,888	34	5	11,679
MT Montana	0	0	0	0	0	0
NE Nebraska	60	0	539	0	132	731
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	0	0	61	0	57	118
NY New York	0	0	0	0	0	0
NC North Carolina	0	0	0	0	252	252
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	0	0
OK Oklahoma	226	140	1,417	84	120	1,987
OR Oregon	154	170	416	0	29	769
PA Pennsylvania	30	0	0	25	199	254
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	87	87
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	16	0	26	42
TX Texas	696	1,837	1,634	224	283	4,674
UT Utah	13	96	67	0	0	176
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	272	272
WA Washington	14	0	0	0	0	14
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	59	59
WY Wyoming	0	15	30	0	12	57
TOTAL U.S.:	5,075	8,303	18,748	646	4,445	37,217
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	46	46
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	64	64
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	110	110
*EXPORT SALES:	13,682	1,389	61,355	0	19,445	95,871
TOTAL AG SALES	18,757	9,692	80,103	646	24,000	133,198
NON-AG U.S.	11,025	-	-	722	647	12,394
Canada	0	-	-	0	5	5
*Exports	568	-	-	0	0	568
TOTAL NON-AG SALES	11,593	-	-	722	652	12,967
GRAND TOTAL	**30,350**	**9,692**	**80,103**	**1,368**	**24,652**	**146,165**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

AUGUST 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	518	518
Brazil	4,793	0	47,437	0	0	52,230
Chile	0	0	0	0	3,307	3,307
China	0	0	0	0	8,502	8,502
Columbia	4,400	0	0	0	848	5,248
Costa Rica	0	0	1,984	0	1,344	3,328
Dom. Republic	0	0	2,976	0	275	3,251
Ecuador	0	1,389	2,034	0	812	4,235
Guatemala	0	0	0	0	121	121
Japan	0	0	0	0	2,991	2,991
Mexico	176	0	0	0	0	176
Peru	4,313	0	0	0	0	4,313
Spain	0	0	0	0	727	727
Venezuela	0	0	6,924	0	0	6,924
TOTAL AG:	13,682	1,389	61,355	0	19,445	95,871
NON-AGRICULTURAL						
Mexico	290	-	-	0	0	290
Sweden	278	-	-	0	0	278
TOTAL NON-AG:	568	-	-	0	0	568
TOTAL EXPORTS	**14,250**	**1,389**	**61,355**	**0**	**19,445**	**96,439**